GSA

Helping Agencies Reduce Total Cost of Ownership for Microsoft Products and Services

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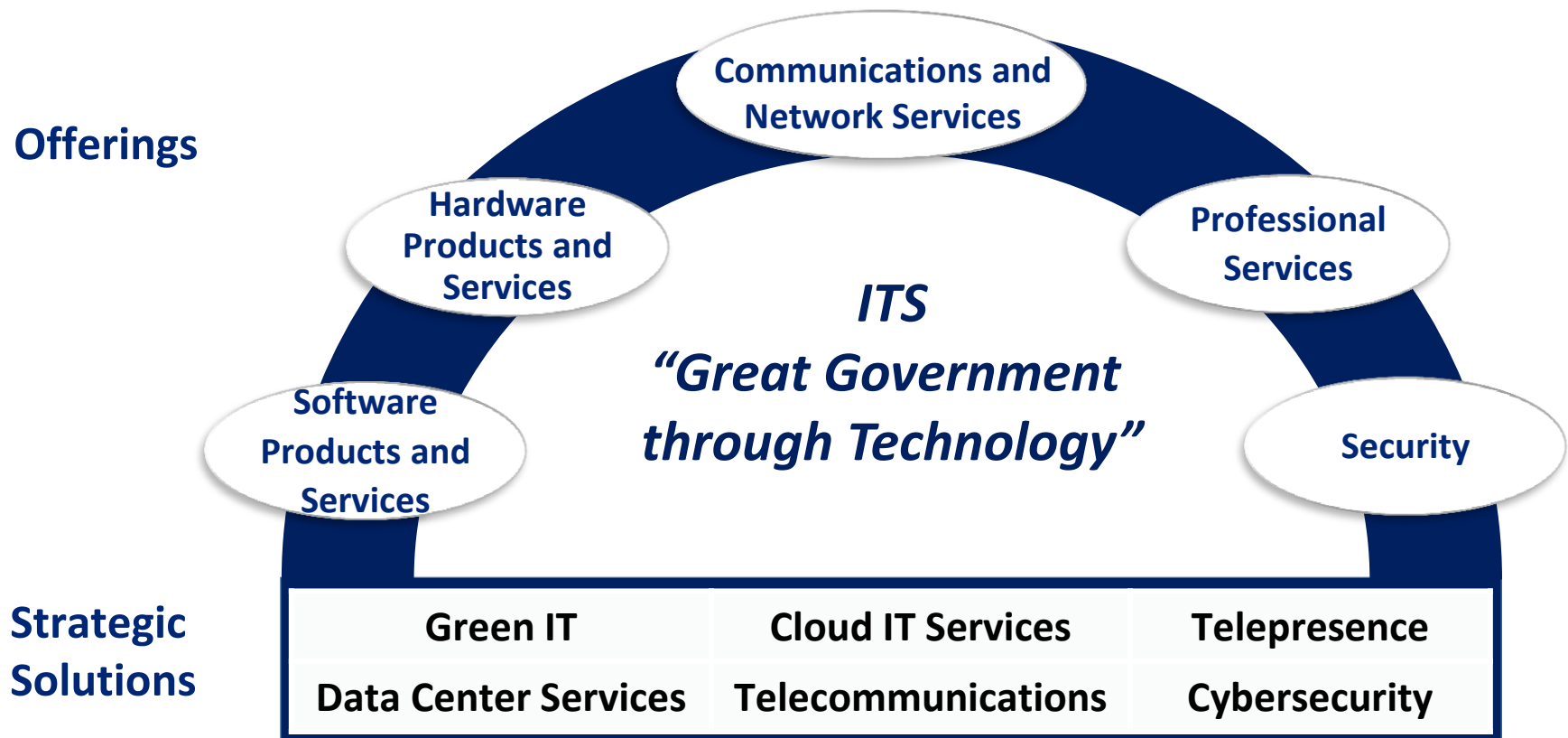*Integrated Technology Services (ITS)*
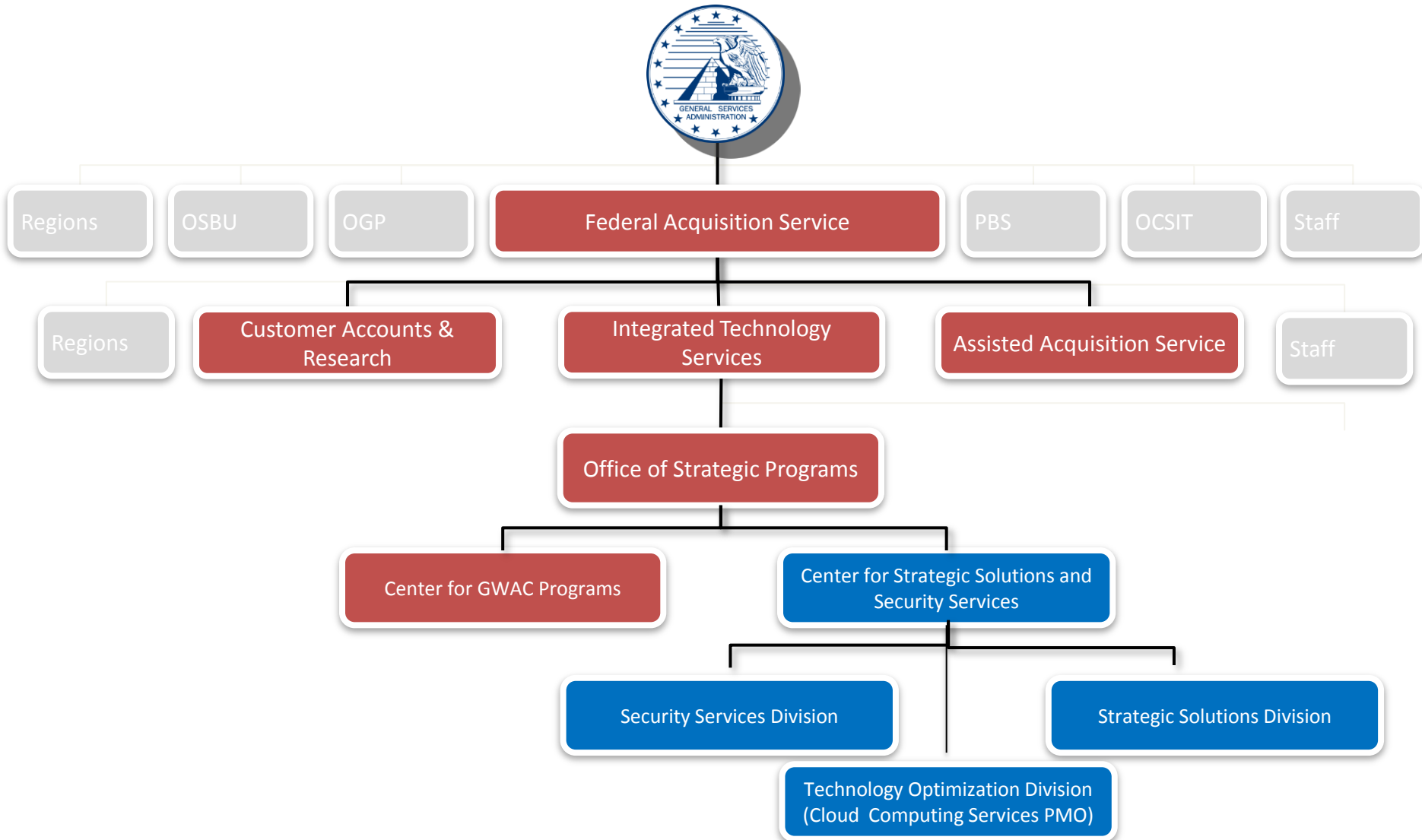
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Today's Presentation Focus:

- ✓ **An Introduction to GSA, FAS, ITS, SmartBUY, and the Federal Strategic Sourcing Initiative (FSSI)**

- ✓ **GSA Microsoft Acquisitions Vehicles**

- ✓ **Encourage Small Agency Council Participation in Interagency Category Team**

An Introduction to GSA, FAS, ITS, SmartBUY, and the Federal Strategic Sourcing Initiative (FSSI)

ITS offers government customers access to IT products, services, and strategic solutions

Offerings

Communications and Network Services

Hardware Products and Services

Professional Services

Software Products and Services

ITS
"Great Government through Technology"

Security

Strategic Solutions

Green IT	Cloud IT Services	Telepresence
Data Center Services	Telecommunications	Cybersecurity

ITS Organization Chart

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                            [GENERAL SERVICES ADMINISTRATION seal]

Regions    OSBU    OGP    Federal Acquisition Service    PBS    OCSIT    Staff

Regions    Customer Accounts &    Integrated Technology    Assisted Acquisition Service    Staff
           Research                Services

                              Office of Strategic Programs

           Center for GWAC Programs         Center for Strategic Solutions and
                                            Security Services

                    Security Services Division                    Strategic Solutions Division

                              Technology Optimization Division
                              (Cloud Computing Services PMO)
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Program Offerings

GSA

GSA FAS ITS *Center for Strategic Solutions and Security Services (CSSSS)* key offerings include the:

- ✓ **SmartBUY Program**

- ✓ **HSPD-12 - USAccess Program**

- ✓ **Security Services**

- ✓ **Cloud Computing Services (CCS) Program Management Office (PMO) managed Cloud Acquisition Vehicles (CCS PMO)**

GSA FAS ITS supports agency mission through a portfolio of IT products, services and integrated solutions that reduces acquisition TIME, COST, and RISK in conjunction with its CAR and AAS partners.

SmartBUY Overview

✓ SmartBUY program was established in 2003, following the issuance of *OMB Memo (M-03-14), Reducing Cost and Improving Quality in Federal Purchases of Commercial Software.*

✓ SmartBUY is a Federal Strategic Sourcing Initiative (FSSI) featuring a series of blanket purchase agreements (BPAs) for commercial off-the-shelf software, and it is designed to promote effective enterprise level software management.

✓ Besides providing reduced prices and more favorable terms/conditions, the SmartBUY program *assists agencies to achieve greater standardization, improved configuration management, and more robust IT security.*

The SmartBUY program fulfills COTS software requirements for ALL agencies, based on GSA's Executive Agency authority to establish government-wide acquisition vehicles.

FSSI Overview

✓ FSSI has been implementing strategic sourcing solutions for the government since 2005.

✓ FSSI has proven results that include cost savings, improved management visibility and adoption of industry and government agencies best practices.

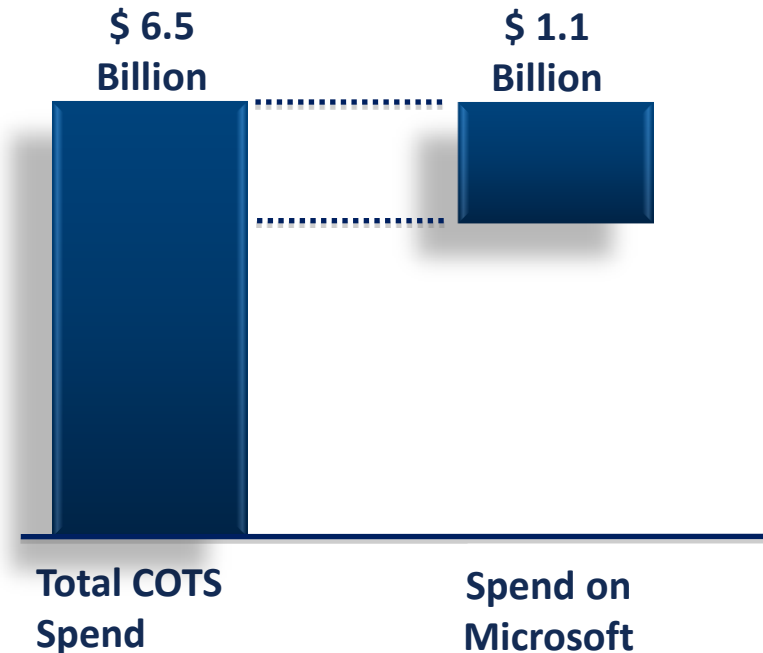✓ FSSI has helped improve government management of commonly purchased goods and services.

The FSSI creates new offerings of large publisher Blanket Purchase Agreements (BPAs) for government-wide commercial-off-the-shelf (COTS) software.

Abstract

GSA FAS, ITS, FSSI and the SmartBUY Program, in collaboration with a software advisory team, plans to create a new offering of large publisher Blanket Purchase Agreements (BPAs) for government-wide commercial-off-the-shelf (COTS) software.

The **General Services Administration (GSA) Federal Acquisition Service (FAS) Office of Integrated Technology Services (ITS)** is committed to providing the agencies with broadly accepted cost and time savings procurement vehicles to increase government efficiency through the aggregation of Federal Microsoft requirements.

Federal IT Spend on Microsoft

$ 6.5
Billion

$ 1.1
Billion

Total COTS Spend

Spend on Microsoft

Source: OMB / Deltek

FSSI Overview

✓ The overarching goal of the FSSI SmartBUY's single large publisher BPAs will be to:

- Leverage the Federal Government's software buying power
- Reduce the Federal Government's total cost of ownership of software and services
- Improve cross-government data sharing
- Align terms and conditions with agency requirements
- Improve agency understanding of product pricing options
- Allow federal agencies to pay only for what they use
- Enable federal agencies to move from existing contracts to SmartBUY without penalty

The FSSI creates new offerings of large publisher Blanket Purchase Agreements (BPAs) for government-wide commercial-off-the-shelf (COTS) software.

FSSI Status

- ✓ We currently have 6 Anchor Tenants who signed LoIs, representing 530K seats

- ✓ We now have an additional 18 Agencies interested in our BPA, representing approximately 1.4M seats

- ✓ VA, JELA, and DoN currently have Microsoft Agreements

- ✓ GSA developing Microsoft Agreement for Civilian Agencies

- ✓ Currently engaging Microsoft in Market Research

- ✓ Estimated Award 4th Qtr 2013

The FSSI is currently engaging a multitude of Federal Agencies to baseline their Microsoft Requirements.

Why use a pre-existing GSA vehicle?

GSA

It may be in the best interest of the Government for agencies to attempt to utilize a pre-existing vehicle rather than a full and open acquisition. By doing so, agencies can:

SAVE TIME

Potential to save 13 months in procurement time for large acquisitions.

REDUCE COST

Shorter acquisition durations can free up agency resources and money.

REDUCE DUPLICATION

77.9% of vendors awarded on full and open IT contracts for single agencies were already available on ITS GWACS or Schedule 70.

REDUCE RISK

Task orders for values under $10M may be less likely to be protested compared to full and open procurements of the same value.

Full and open acquisitions may be best suited for requirements that are agency or mission specific.

Value Proposition of GSA Vehicles

Purchasing large publisher services through an existing contract is faster and less costly.

In accordance with FAR 8.405-3, a GSA Schedule BPA:

- ✓ Simplifies recurring acquisitions of products and services

- ✓ Provides an opportunity to negotiate further discounts

- ✓ Reduces administrative efforts

- ✓ Obtains best value by leveraging buying power

- ✓ Provides streamlined ordering procedures

- ✓ Allows for quicker turnarounds on orders

- ✓ Incorporates terms and conditions consistent with the underlying contract

FSSI Goals

✓ GSA would like to add more agencies to the list for the initial award.

✓ We invite Small Agency Council Participation

The FSSI desires government-wide participation to the maximum extent possible.

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